



WESTFIELD FIRE DEPARTMENT

"Weaving the Traditions of our Past into the Realities of our Future."

May 22, 2013

Dear Board of Public Works:

I would like to request time to present the outcome of the bid process for a new ambulance during your May 30, 2013 meeting. I have been charged with the process of compiling specifications and releasing to bid a new ambulance by the Fire Chief, Jason Lemons. The sealed bids were to be opened on May 14th 2013 and the recommendation to proceed with purchase will be ready by the May 30, 2013 meeting. I would like to ask for the approval to proceed with the purchase of the new ambulance from the Board of Public Works.

Sincerely,

Joseph Lyons

Battalion Chief City of Westfield Fire Department



Please visit us on the web at www.donleysafety.com

1718 VILLA AVE.
P.O. BOX 33396
INDIANAPOLIS, IN. 46203

Phone 317-786-2268
Fax 317-786-2532

17 May 2013

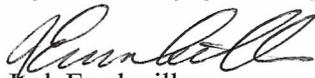
Westfield Fire Department
17535 Dartown Road
Westfield, IN 46047

Chief Jason Lemons,

This letter is to jointly approve changes made to your ambulance specifications at our meeting 17 May, 2013.
Changes are as follows:

Starting Bid Price of Horton 623 Type 1 Ambulance:	\$210,265.00
• Reduce the contingency fund to \$2,500.00	(-\$2,500.00)
• Remove the over-night trips to production facility:	(-\$2,000.00)
• Remove the Stryker Power Pro cot:	(-\$13,500.00)
• Trade-in of 2001 Medic Master Ambulance (#801)	(-\$10,500.00)
 Pricing including the above changes is:	 \$181,765.00

If you have any question, please do not hesitate to contact me.


Jack Emshwiller
Donley Safety
Mobile: 317-450-7196
jemshwiller@donleysafety.com

Westfield Fire Department

Donley Safety

Signed _____

Signed  _____

Printed: _____

Printed: Jack Emshwiller _____

Title: _____

Title: Ambulance Sales _____

Date: _____

Date: 17 May 2013 _____



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May 14, 2013

Westfield Fire Department
17535 Dartown Road
Westfield, IN 46047

Chief Jason Lemons,

We hereby propose to furnish to you the following Emergency Medical Vehicle conversion upon your acceptance of this proposal.

One (1) Horton 623-R Type I PT all aluminum Emergency Medical Vehicle Conversion on a 2013 Dodge Ram 4500 4x4 chassis, delivered in accordance to your request which we hereby make part of our proposal; complete and delivered for the sum of **\$210,265.00 due upon acceptance at the Horton Delivery Center.** Changes, additions or deletions may be made at list price before final order is placed. Due to the fluidity of the Horton production process, no changes may be made after the order is placed and accepted.

The new Emergency Medical Vehicle shall be delivered in approximately **210 days** from receipt of chassis at Horton. Delays from strikes or labor disputes, inability to obtain materials, Acts of God, war or Government action will not be held against Donley Safety or Horton Emergency Vehicles.

The pricing of this vehicle is going to be based on when you order it. This is a very dynamic time in the EMS vehicle industry. This presents several issues in securing you a protected price.

- A Horton price increase of 2.5% applies to the conversion June 1, 2013: A \$2,996.00 increase.
- The proposed price is in effect until 12:00PM, Eastern Daylight Time May 31, 2013 and must be accepted by the factory before that time.
- 2014 EPA emissions and driveline changes to the Dodge Ram chassis are going to take place any time. Price and content of the 2014 model is unknown as of this date. The biggest problem aside from the cost increase will be chassis availability. Should the supply of 2013 Dodge Ram 4500 chassis be exhausted, a 2014 Dodge Ram 4500 will be used. This will effect delivery time and final price.

Donley Safety and Horton want to work with you to secure the ambulance at the lowest price possible. We hope you understand that it is impossible to secure the price beyond May 31, 2013 without incurring these increases as they are out of our control.

If you have any question, please do not hesitate to contact me.

Accepted By: _____

Title: _____

Date: _____

Respectfully Submitted,

By:

Jack Emshwiller
Ambulance Sales Manager
Donley Safety